

Call for application

Manuchar Agro is looking for a driven **Agro-Division Director** for its fertilizer activities in Honduras.

About Manuchar Agro

Manuchar is a leading distributor of chemicals across emerging markets, with headquarters in Antwerp, Belgium. The end-to-end chemical distribution business serves various industries, including home care, personal care, food & feed, agriculture, mining, oil & gas, glass, textiles, paper, and water treatment. There is also an international trade activity which covers steel, plastics, cement, wood, paper, spare parts and pharmaceuticals.

Manuchar Agro is the business operating in the distribution of water soluble fertilizers. It is a growing department with a driven team aiming to bring sustainable value to distributors and farmers worldwide.

Manuchar operates in more than 35 emerging markets with own local logistics assets and people providing storage, value-added logistics and just-in-time (JIT) deliveries in over 170 locations. With entrepreneurial spirit, operational excellence and unmatched reliability the company grew annual revenues to over 2.5 billion USD.

As ingredients for success, Manuchar strives to know the products, markets, global & local logistical solutions and have the necessary financing capabilities. But most of all... it has the people that make it work! Manuchar is a people focused company that regards the betterment of society as part of its mission, which is implemented through its WE CARE commitment.

All people strive to keep the customer's production running. Anytime. Anywhere.

The opportunity

Manuchar Agro is expanding services in the distribution of water soluble fertilizers in Honduras.

As **Agro-Division Director**, the candidate will drive the agro business in Honduras. The mission is to develop sales, oversee supply, build key customer relationships, strengthen the product portfolio, and manage an efficient team, while ensuring high standards of service and professionalism.

- Job type: permanent, full time, with trial period
- Salary: competitive, according to experience
- Location: San Pedro Sulas, Honduras
- Reporting line: directly to General Manager

The position (Roles & Responsibilities)

In this challenging role you will be actively involved with the development of sales and the handling of customers in all aspects.

- You will have and maintain extensive knowledge of the market, the industry players and the technical needs.
- You will be able to draft and follow up the implementation of a strategic business plan
- You will retain and grow the client accounts with valuable solutions and services
- You will prospect for new clients, build meaningful and long-lasting relationship
- You will project sales volumes, manage inventories and plan international purchases with local and international teams
- You will work on adequate logistics with the team
- You will build technical capacity in the team



- You will be able to report efficiently to management and communicate effectively on technical issues

The reporting will be to the country manager. Furthermore, the candidate will work frequently with the Manuchar Agro international teams.

Travels will be frequent within the country, and sporadically internationally.

Our management style is open and collaborative, as such you will be encouraged to contribute with initiatives to the business, and grow with the team.

Candidate profile (skills, qualification, attitude)

We are looking for an independent professional, driven, knowledgeable about his industry and confident to build a sustainable business within a dynamic team.

Some of the skills below are helpful:

- 7-15 years of relevant experience in sales, chemical distribution and agriculture
- Higher education degree
- Good market and industry knowledge
- Technical knowledge on fertilizers and farming, with ability to develop a portfolio
- Drive to understand and negotiate efficiently with clients
- Flexible and versatile, able to adapt to different situations, timings and stakeholders
- Efficient data analysis and reporting skills
- Mastering of the Microsoft Office package
- Command of English necessary
- Strong human skills, commercial talent and a willingness to build meaningful relationships
- Showing initiatives to build the business over the long term

Contact details

Franco Guerra, General Manager Manuchar Honduras

Email: franco.guerra@manuchar.com